



SWITCH AND SAVE

Juniper Trade In

GENEROUS PRICE INCENTIVES ARE NOW
AVAILABLE FOR THE REPLACEMENT
OF JUNIPER SOLUTIONS
WITH FORTINET APPLIANCES.

RESELLER VERSION
EMEA REGION

Now is the time to talk to your customers about Fortinet's new portfolio of high-performance integrated security appliances. Valid until September 2013, by replacing Juniper Solutions with Fortinet Hardware appliances, you will receive generous discounts.

What does this mean for you?

47% Discount

on Hardware or Bundle*

38% Discount

	HARDWARE/ BUNDLE
Reseller	47%
End-user	38%

Recommended discounts and are subject to distributor's pricing policy and participation

*BUNDLE INCLUDES:
Hardware; 8x5 FortiCare + FortiGuard

Please check terms & conditions and purchase order information.



Terms and Conditions

- Terms and conditions must be strictly respected.
- This offer is valid until notification from Fortinet.
- Offer is open to any end-user, individual or organisation with a currently registered Juniper product and who agrees to replace it with Fortinet product.
- Promotional discounts are recommended by Fortinet and are subject to distributor's pricing policy and participation.
- These promotional discounts apply only under the Juniper appliance de-registration condition.
- Cannot be combined with other offers or promotions. Please check with your distributor in case of a Cluster purchase.
- You are required to return the replaced (old) hardware units to your distributor within 30 days after receiving the new hardware.
- Fortinet reserves the right to alter, extend or terminate this program at any time.
- End-user must be the legal owner of qualifying Juniper product(s). Fortinet reserves the right to validate legal ownership.
- Proof of swap-out required with purchase order. Juniper serial number(s) and certificate of destruction (COD) required prior to discount approval being granted. FortiPartner is responsible to verify the information contained in the COD is accurate and correct.
- Purchases made pursuant to this 'Juniper replacement program' may not be used to stock FortiPartner's inventory or for sale to any other entity which is not the legacy end-user provided in the submitted COD.
- For further information regarding this offer, please contact: emea_partners@fortinet.com

Which Products Are Eligible?

All Juniper solutions are eligible.

In case of a software solution a Fortinet approval is required. Please contact your partner or your Fortinet local contact for any question.

How to Purchase

Purchase Order Process

To be eligible for this promotion we ask the end-user to send a completed purchase order with the COD form filled in and signed. Information required includes:

- NAME of the promotion '*Juniper Trade In replacement program*'
- END-USER contact details: name, email address, telephone number, line of business and website/URL.
- AGREEMENT FORM signed by the end-user.

If any of this information is missing or incorrect, the replacement discount can not be applied and the new unit cannot be shipped.

In the case of a cluster purchase, different recommended discounts will apply. Please refer to general terms and condition available through your distributor or your Fortinet local contact.

What To Do After You Receive Your New Unit

1_Register the new Fortinet unit

Please note that if you are a new Fortinet end-user, you must first create an account at <http://support.fortinet.com>. Please ask your Fortinet partner if you require further information on the process to follow.

Note: (i) Hardware stand alone with separate support contracts: you must register the unit and the contracts separately if you want them to be activated. (ii) Bundle: once you register your unit, FortiCare and FortiGuard services will apply automatically. No need to register your contracts. (iii) Cluster: register the units one by one with respective related contracts.

If you are already a Fortinet end-user, register the new unit under your account at <http://support.fortinet.com>

2_Return old Appliance

You are required to return the replaced (old) hardware units to your distributor within 30 days after receiving the new hardware.